**Applied Math- Ch. 9: online car research NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Today you will be using a great online website to help you do the following:*

* *Pick out the best car for you*
* *Learn about buying a new car*
* *Learn about buying a used car*
* *Learn about leasing a car*

Directions:

* Go to [www.edmunds.com](http://www.edmunds.com)
* At the top of the webpage, click on “Tips and Advice”
* Click on the article called **“10 steps to finding the right car for you”**
* Click through the article, read each page, and answer the questions below

STEP 1:

1. You will be looking for the kind of car you \_\_\_\_\_\_\_\_\_\_\_ rather than what you \_\_\_\_\_\_\_\_\_\_\_\_\_.
2. Answer the questions that are on this webpage below:
   1. How many people do you need to transport?
   2. What type of driving do you do most often?
   3. How long is your commute? (to and from work/school)
   4. Is it important that your next vehicle get good gas mileage?
   5. Do you want a manual or automatic transmission?
   6. Do you really need four-wheel drive? Or all-wheel drive?
   7. What safety features do you want?
   8. Do you require a lot of cargo capacity?
   9. Will you be doing any towing?
   10. Do you have a bad back and need flexible seating positions?
   11. What size car will easily fit in your garage or parking space?

STEP 2: (click to the next step/page)

1. Read the page.
2. A rule of thumb is your total monthly car payments shouldn't exceed \_\_\_\_\_\_\_\_\_\_\_ of your monthly take-home pay.
3. Now click on the “affordability calculator”
4. Type in your zip code, how much you think you can afford to pay per month, keep the loan term 60 months, make the rate 5%. For the Value of your trade in:
   1. If you have a car right now, go to [www.kbb.com](http://www.kbb.com) and find out the trade in value of the car (we did this the other day, you should remember how to do this). Then put in your trade in value into the affordability calculator
   2. If you do not have a car now that you can trade in, then just leave the number as $0.

Leave the amount owed on trade in as $0. For the cash down payment:

1. Decide how much money you could put down RIGHT NOW for your car (maybe $500, maybe $1000? Maybe $0?) and put that in.

Hit CALCULATE

1. What is the sticker price range that the website gives you? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. Go back and increase the loan term to 72 months. Hit CALCUALTE again. What is the new price

range? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Keeping things the same as in #6, go back and change the rate of the loan to 6%. Hit CALCUALTE

again. What is the new price range? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Keeping things the same as in #7, go back and increase your target monthly payment by $50 Hit

CALCUALTE again. What is the new price range? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Let’s go back to the original article. At the top of the webpage, click on “Tips and Advice,” then click on the article called “10 steps to finding the right car for you” and then go to step 3

STEP 3:

1. Read through the page.
2. What are the advantages to LEASING?
3. What are the advantages of BUYING?
4. Click on the PURCHASE CALCULATOR. Make sure your zip code is right and the sales tax says 6%. For the vehicle price, click on the “SELECT A VEHICLE” and fill in the info of a NEW car you want to purchase (be reasonable!!) to get a MSRP. You will be using this car for the next few steps, so pick one that you actually think you might be able to afford. Fill in the following:

MAKE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ MODEL: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

TRIM: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ MSRP:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Then click to the cash down payment and type in how much you think you could afford to put down right now (maybe $500 or $1000? Or $0?). Write the amount here: \_\_\_\_\_\_\_\_\_\_\_\_\_
2. If you have a car now that you would be trading in, click on “SELECT A VEHICLE” and fill in the info and click UPDATE. If you don’t have one, then just move to the next step
3. Now click on the green button that says CALCULATE. Write down the following

TOTAL LOAN AMOUNT: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ MONTHLY PAYMENT: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Go back to the top of the page and click on the blue tab that says “BASIC LEASE.” Fill in the same information that you did for the purchase. Fill out the following:

TOTAL LOAN AMOUNT: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ MONTHLY PAYMENT: \_\_\_\_\_\_\_\_\_\_\_\_\_\_

STEP 4:

1. Let’s go back to the original article. At the top of the webpage, click on “Tips and Advice,” then click on the article called “10 steps to finding the right car for you” and then go to step 4
2. Read through the page.

STEP 5:

1. Go to the STEP 5 page.
2. Click on TRUE COST TO OWN. Using the info at the top of this page, what are some hidden costs when owning a car? List them below:
3. Now fill in the info on this page for the car that you have been using thus far (the car you used in step 3) and click GO. Scroll down the webpage and look for the following info:

MSRP: \_\_\_\_\_\_\_\_\_\_\_ TRUE COST TO OWN: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (scroll down to find)

AVG. COST PER MILE: \_\_\_\_\_\_\_\_\_ TOTAL 5-YR DEPRECIATION: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Let’s go back to the original article. At the top of the webpage, click on “Tips and Advice,” then click on the article called “10 steps to finding the right car for you” and then go to step 5
2. Using the info on the page, what is the “True Market Value?” Write it below:
3. Now click on the link for TRUE MARKET VALUE. Scroll down and fill in the info for your car (the one you have been using thus far), click GO, and get the TMV. Then click on the STYLE that you want. Scroll down and click PRICE WITH OPTIONS. Select any options and color, etc. Then click TMV PRICING REPORT. Fill in the following:

DESTINATION CHARGE: \_\_\_\_\_\_\_\_\_ TMV: \_\_\_\_\_\_\_\_\_\_\_\_\_

STEP 6:

1. Let’s go back to the original article. At the top of the webpage, click on “Tips and Advice,” then click on the article called “10 steps to finding the right car for you” and then go to step 6
2. What are most people doing nowadays instead of going to dealerships to get quotes?
3. In some cases, salespeople will even ….

STEP 7:

1. Go to the STEP 7 page.
2. How should you make you contact with the dealership? When should you make this contact?
3. What can you send to help narrow your search?
4. Why is it sometimes better to get a quote from an internet manager, instead of a salesperson?

STEP 8:

1. Go to the STEP 8 page.
2. The test drive should replicate….
3. Drive over \_\_\_\_\_\_\_\_\_\_\_\_\_, take \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and test the \_\_\_\_\_\_\_\_\_\_\_\_ in a safe

location. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of the car several times and be sure to

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, especially if you plan on carrying passengers. In short, ask

yourself if you can live with this car for a number of years.

STEP 9:

1. Go to the STEP 9 page.
2. After the test-drive, you should \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. Why? You will probably need

to drive other types of cars at other dealerships. It's a good idea to do your entire test-driving

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. Driving the cars back-to-back will help you

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

STEP 10:

1. Go to the STEP 10 page. Read the page.
2. Do you want to buy or lease your first car?? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Applied Math NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

***LEARNING ABOUT BUYING A USED CAR:***

* Go to [www.edmunds.com](http://www.edmunds.com)
* Click on the USED CARS tab at the top of the webpage.
* On the left side of the page, under buying tips, click on the article “10 steps to buying a used car”
* Click through the steps and answer the questions below.

STEP 1:

1. Why buy used?

You can get a car that's almost as good as a brand-new one without paying for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

that wallops new car buyers as soon as they drive the car off the lot. Even cars that are only a year

old are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ cheaper than brand-new cars.

1. List the 7 reasons why buying used is a good idea:

STEP 2:

1. Click to the STEP 2 page
2. You may need to expand your horizons when considering what to buy because you won't know

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ until you really start looking. Consider

building a target list of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. You might want to think of vehicles

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

STEP 3:

1. Click to the STEP 3 page.
2. The value of a used car is based on….
3. What does this page mean by “second-tier cars?”

STEP 4:

1. Click to the STEP 4 page.
2. What are some “major topics” that you should know about a used car before buying it? (this is in the 1st paragraph)
3. You should also look up the TRUE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and the

TRUE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. One last step: be sure you run a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. Two reliable companies that do these are:
2. These reports can reveal vital information about the used car, including….
3. Why might you want to buy a CERTIFIED used car?

STEP 5:

1. Click to the STEP 5 page.
2. Read through the page.
3. What 3 things should you come up with before you go shopping for a used car?

STEP 6:

1. Go to the STEP 6 page.
2. What are the 3 options you have for paying for your car?
3. What are the advantages of financing through an independent source?

STEP 7:

1. Click to the STEP 7 page.
2. What are the three most common places to buy a used car?
3. Of these 3, what is usually the most reasonably priced?
4. What are some advantages of buying from a dealership?

STEP 8:

1. Click to the STEP 8 page.
2. When you test drive a used car, what should you look for? (the three questions in the first paragraph)
3. On the test drive, evaluate the following additional points:
4. Be sure to simulate…
5. After the test drive, ask the owner for the…
6. Avoid buying a car that…
7. You should also take the car to a \_\_\_\_\_\_\_\_\_\_\_\_\_\_ for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

STEP 9:

1. What are the guidelines to follow when negotiating?

STEP 10:

1. If you are at a dealership, you still need to…
2. If you are buying from a private party, …
3. You also need to make sure you have \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ before you drive away!
4. The contract usually contains…
5. When you buy from a private party, you will probably be required to pay with…
6. Before you exchange money, be sure you get the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
7. Click to the last page, and read it over!